

Message Text

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E.O. 11652: NA
TAGS: BEXP, KU
SUBJ: PROPOSED PENNSYLVANIA STATE IOGA TRADE MISSION

REF: STATE 172598

1. FIRMS LISTED FOR PROPOSED IOGA MISSION SHOULD GENERATE CONSIDERABLE INTEREST IN KUWAITI BUSINESS COMMUNITY. SCHEDULE ALLOWS MORE THAN 3 WORKING DAYS, AMPLE TIME FOR EACH FIRM TO MAKE SEVERAL CONTACTS AND GET GOOD LOOK AT POTENTIAL FOR BUSINESS HERE. FIRMS SUCH AS ESB, ROHM AND HAAS, RORER INTERNATIONAL, PPG AND OTHERS MAY BE ABLE TO DISCUSS JOINT VENTURES IN KUWAIT AND OTHER ARAB COUNTRIES WITH LOCAL BUSINESSMEN AND INVESTMENT ORGANIZATIONS.

2. FOLLOWING COMMENTS MAY BE OF INTEREST IN MAKING FINAL PLANS:

A. STATE A-3831 ANNOUNCED PLANS FOR MARYLAND STATE IOGA HOSPITAL MISSION IN JANUARY 76. POST SINCERELY HOPES MISSIONS CAN BE SPACED AT LEAST THREE WEEKS APART. WE ALSO WONDER WHAT EFFECT HOSPITAL TRADE MISSION WILL HAVE ON THOSE PENN STATE COMPANIES INTERESTED IN HOSPITALS AND MEDICAL SERVICES.

B. WESTINGHOUSE, GE AND PPG HAVE AGENTS HERE. BOEING HAS OFFICE AND AMERICAN REP., FRANK GUTHRIE, STATIONED IN KUWAIT. DRAVO CORP. HAS SENT SEVERAL PEOPLE FROM ITS CONSTRUCTION/
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ENGINEERING DIVISIONS HERE IN LAST SEVERAL WEEKS.

C. SUGGEST ALL COMPANIES CONSULT THEIR INTERNATIONAL OR EUROPEAN DIVISIONS AND SEE IF THEY HAVE VISITED KUWAIT PREVIOUSLY. IT LIKELY SOME COMPANIES LISTED IN REFTEL HAVE SENT INDIVIDUALS OR GROUPS HERE RECENTLY AND THEY HAVE CONTACT USEFUL TO MEMBERS OF IOGA MISSION.

D. POST NOTES GROUP PLANS ARRIVE HERE THURSDAY PM. FRIDAY IS NOT RPT NOT A WORKING DAY IN KUWAIT AND NO BUSINESS CAN BE CONDUCTED THEN. (THURSDAY AND FRIDAY ARAB WEEKEND).

E. IN ADDITION TO MARYLAND MISSION, WE AWARE OF THREE OTHER STATE IOGAS UNDER CONSIDERATION: INDIANA, IOWA AND TENNESSEE. GIVEN NUMBER U.S. VISITORS AND NUMBER OF VISITORS FROM EUROPEAN AND ASIAN COUNTRIES, WE MAY HAVE PROBLEM SCHEDULING APPOINTMENTS SO AS TO NOT RPT NOT WEAR OUT OUR WELCOME.

3. MONTH OF RAMADAN AND 'ID AL-FITR WILL END ON OCT 8 OR 9. SUGGEST MISSION ADVANCE MAN VISIT KUWAIT ASAP AFTER THOSE DATES.
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